

## Message Text

UNCLASSIFIED

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-06 RSC-01 /020 W

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R 301300Z OCT 74

FM AMEMBASSY STOCKHOLM

TO USDOC WASHDC

INFO SECSTATE WASHDC 3217

UNCLAS STOCKHOLM 4828

E.O. 11652: N/A

TAGS: BEXP, SW

SUBJECT: GLOBAL MARKET RESEARCH: BID SUMMARY AND RECOMMENDATIONS;  
LABORATORY INSTRUMENTS - SWEDEN.

REF: A-6864; STOCKHOLM 4338; STATE 209385; STATE 225183.

UPON RECEIPT OF REFTEL INFORMING STUDY COULD NOT BE  
PLACED AS OPTIONAL SURVEY UNDER ANNUAL CONTRACT  
POST SOLICITED FROM SIX FIRMS. TWO FIRMS DECLINED  
TO BID AND SMI/PARSONS ALSO DECLINED AFTER BEING  
INFORMED THAT COMMERCE HAD FULL COMPLEMENT OF STUDIES  
SCHEDULED UNDER ANNUAL CONTRACT. BIDS ARE AS FOLLOWS,  
KEYED TO POINTS IN INSTRUCTIONS TO BIDDERS. \$1.00  
EQUALS SKR 4.35. END USERS DEFINED AS "INDUSTRY".  
THE INTERNATIONAL DEVELOPMENT GROUP AB; 1) SWEDEN  
2) THREE THOUSAND DOLLARS (\$3,000). 3) 33, OF WHICH  
13 TRADE, 11 INDUSTRY, 9 OTHER 5) FIRM STATES THEY  
QVE CONDUCTED SEVERAL STUDIES TOUCHING ON INSTRU-  
MENTATION, SPECIFICALLY CITING A STUDY OF THE  
MARKET FOR PHOTOGRAPHIC LABORATORY INSTRUMENTATION  
CONDUCTED FOR A FIRM WHICH INSISTS ON ANONYMITY.  
BID IS RESPONSIVE. FIRM APPEARS CAPABLE OF CONDUCT-  
ING THIS RESEARCH. SUMMARY BIOS OF PERSONNEL  
WHO WOULD WORK ON THIS SURVEY ARE ATTACHED.  
KONSULTERNA: 1) SWEDEN. 2) FOURTEEN THOUSAND  
NINE HUNDRED SIXTY SWEDISH CROWNS (SKR 14,960)  
EQUALS THREE THOUSAND FOUR HUNDRED THIRTY NINE  
DOLLARS (\$3,439). 3) 32 OF WHICH 9 TRADE, 17  
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INDUSTRY, 6 OTHER 5 COMMERCE GLOBAL

MARKET RESEARCH ON AIR AND WATER PURIFICATION  
AND POLLUTION CONTROL EQUIPMENT - SWEDEN. BID  
IS RESPONSIVE. FIRM APPEARS CAPABLE OF CONDUCTING  
THIS RESEARCH.

AB MARKNADSBYRAN: 1) SWEDEN. 2) FOUR THOUSAND EIGHT  
HUNDRED DOLLARS (4,800). 3) NOT SPECIFIED. 5 NOT  
SPECIFIED. BID IS NOT RESPONSIVE. THIS IS A COMPE-  
TANT WELL ESTABLISHED FIRM THAT HAS WORKED FOR  
COMMERCE IN THE PAST. WHEN TOLD THE NORMAL PRICE  
RANGE WE PAY THEY STATED FRANKLY THAT THEY COULD  
NOT WORK AT THAT LEVEL OF COMPENSATION.  
WE RECOMMENDED THAT THIS CONTRACT BE AWARDED TO  
THE LOW BIDDER. THE INTERNATIONAL DEVELOPMENT  
CORPORATION. WE HAVE INTERVIEWED BROWN AT LENGTH  
AND BELIEVE HIS FIRM IS FULLY ABLE TO CONDUCT  
THIS SURVEY. HE AND SANDBERG HAVE PREVIOUSLY WORKED  
WITH NORMAN PARSONS, AND IF AWARDED THIS CONTRACT  
HAVE AN AGREEMENT WITH PARSONS WHEREBY HE WILL  
ACT AS CONSULTANT TO THEM IN PRODUCING SURVEY  
WHICH IS RESPONSIVE TO OIJS NEEDS. COPIES  
OF BIDS FOLLOW VIA AIRMAIL. STRAUZ-HUPE

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## Message Attributes

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**To:** COM  
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